



Virginia Enterprise Initiative (VEI) MSA Performance Grants Application Process Announced

Applications are now being accepted for performance-based grants in the Virginia Enterprise Initiative (VEI) large Metropolitan Area micro-enterprise program. The program will provide resources to micro-enterprise development organizations (MDOs) that deliver services to potential entrepreneurs in metropolitan statistical areas (MSAs) of 500,000 people or more. This special grant opportunity is designed to help meet the higher demand in larger metropolitan areas and provide additional resources for high-capacity MDOs providing training, technical assistance, and loans to Virginia's micro-enterprises.

MDOs not interested in serving or able to serve as a Regional Service Provider (RSP) but are currently working in the following Metropolitan Statistical Areas may apply for MSA Performance Grants (MSAPGs): Northern VA, Richmond/Petersburg, Hampton Roads. To be eligible, the MDO must have made at least 9 micro-loans in the 2011 fiscal year (July 1, 2010 to June 30, 2011). A microloan is defined as a loan of up to \$50,000 made to a business employing 5 or fewer people. The successful MDOs will provide training and technical assistance to entrepreneurs in addition to making loans.

Upon designation, the grant partner will then be eligible for payment on microloans made in an agreed-upon geographic area during the 2012 fiscal year (July 1, 2011- May 31, 2012), or until program funds are exhausted, whichever comes first. Payment will be made at rates of \$450 per loan made and \$300 for each documented full time equivalent (FTE) job created. Successful applicant will have their contracts renewed for the FY 2013, should funding be available.

To apply, provide the following no later than October 7, 2011:

- letter of interest signed by the Executive Director and Board President
- description of program services
- description of customer market
- documentation of loans made in FY 2010
- geographic description of service area
- projection of outcomes

The Virginia Enterprise Initiative provides an opportunity for underserved entrepreneurs to start and expand businesses through increased access to micro-business training and credit. For more information contact Jeff Sadler, VEI program manager at (804) 371-7040, Jeff.Sadler@dhcd.virginia.gov or visit www.dhcd.virginia.gov/vei.